

Message Text

PAGE 01 BAGHDA 00979 181300Z

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ACTION NEA-10

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FM USINT BAGHDAD

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UNCLAS BAGHDAD 0979

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PAGE 02 BAGHDA 00979 181300Z

BELGRADE FOR ECON AND AGATT

DAMASCUS FOR AGATT

E.O.11652: N/A

TAGS: BAGB, IZ, YU

SUBJECT: MAJOR AGRI-INDUSTRIAL PROJECT AT DUJAILA IN IRAQI
DAIRY ASPECT

REF: BAGHDAD A-24

1. URGE FORBUS CONTACT IMMEDIATELY
ENGINEER VLADATA CIVIC
DEPUTY DIRECTOR
THE AGRICULTURAL COMBINE BELGRADE (PKB)
11213 PAD. SKALA
TELEPHONE: 769-168
TELEX: 11456 YU PKB
BELGRADE, YUGOSLAVIA

(NOTE CIRIC'S ORGANIZATION IS USUALLY KNOWN AS PKB FOR SHORT).

2. FYI: PKB HAS RECENTLY BEEN AWARDED 340 MILLION DOLLAR TORNKEY CONTRACT FOR PHASE ONE OF THE VERTICALLY INTEGRATED BEEF, DAIRY, VEGETABLE AND FRUIT FARMING AND MARKETING PROJECT AT DUJAILA IN IRAQ. PHASE ONE COVERS 20,000 HECTARES AND INCLUDES A DAIRY FARM. DUJAILA WILL BE MODELED AFTER PKB OPERATION NEAR BELGRADE WHICH NOW 31 YEARS OLD, COVERS 100,000 HECTARES AND INCLUDES 22,000 DAIRY CATTLE--MAINLY SOURCE FRISSIANS.

3. DURING JULY 13 MEETING WITH CIRIC AT PKB HEADQUARTERS NEAR BELGRADE, USINT BAGHDAD COMMERCIAL ATTACHE KILLOUGH BRIEFED PKB OFFICIALS ON FORBUS' INTERESTS IN PARTICIPATION IN DAIRY PROJECTS IN IRAQ AND FOUND YUGOSLAVS KEENLY INTERESTED IN FORBUS'S CONTENTION THAT MILKING EQUIPMENT GENERALLY BEING OFFERED BY EUROPEAN FIRMS FOR SERIES OF DAIRY PROJECTS IN IRAQ IS UNNECESSARILY HARD ON UDDERS AND LEADS TO EXCESSIVE MASTITIS PROBLEMS.

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PAGE 03 BAGHDA 00979 181300Z

4. FYI: PKB VETERINARIAN IN CHARGE OF EXPERIMENTAL PORTION OF PKB DAIRY TOLD KILLOUGH INCIDENCE OF MASTITIS IN PKB HERS RANGES FROM 4.8 TO 10 PERCENT AND ONCE WENT AS HIGH AS 13 PERCENT. MILKING EQUIPMENT USED IN ALFA-LAVAL (SWEDEN). PKB OFFICIALS WERE SKEPTICAL US EQUIPMENT CAN SIGNIFICANTLY REDUCE MASTITIS, BUT IF IT CAN, PKB WOULD WELCOME FORBUS ADVICE AND COUNSEL AND WOULD CONSIDER INCORPORATING FORBUS APPROACH IN DUJAILA COMPLEX. PKB WOULD ALSO CONSIDER COOPERATION WITH FORBUS IN SERIES OF CONVENTIONAL DAIRY PROJECTS FORBUS NOW BIDDING ON IN IRAQ IF FORBUS WOULD FIND THIS USEFUL.

5. COMMENT: IRAQI GOVERNMENT-OWNED DUJAILA COMPLEX, IF FULLY REALIZED ON 85,000 HECTARES 10 TO 15 YEARS HENCE, WILL COST ESTIMATED 3.2 BILLION DOLLARS AND WILL INVOLVE MASSIVE IMPORTED INPUTS OF EQUIPMENT, DAIRY AND BEEF CATTLE AS WELL AS PROVISION

BY COMPLEX OF AGRICULTURAL EXTENSION SERVICES TO PRIVATE FARMERS. IF SUCCESSFUL, PROJECT WILL VERY LIKELY BECOME OFFICIAL MODEL FOR FUTURE IRAQI APPROACH TO SEVERAL SECTORS OF FOOD PRODUCTION FOR URBAN CONSUMERS. THIS WILL BE PKB'S FIRST VENTURE IN IRAQ. YUGOSLAV FIRM HAS EXCELLENT REPUTATION (MORE INFOR AVAILABLE THROUGH US EMBASSY BELGRADE). PKB DISAPPOINTED THAT VIRTUALLY NO US FIRMS HAVE EXPRESSED INTEREST IN SUPPORTING PKB VIS-A-VIS DUJALIA AS CONSULTANTS, PARTNERS, EQUIPMENT SUPPLIERS OR OTHERWISE. FORBUS, ONLY US FIRM KNOWN TO USINT BAGHDAD TO BE ACTIVELY PURSUING DAIRY PROJECTS IN IRAQ, MAY FIND IT WORTHWHILE CONSIDER JOINING FORCES WITH PKB.

6. RECOMMEND THEREFORE, FORBUS FOLLOW-UP AT ONCE WITH PKB, SENDING INFO COPIES OF MESSAGES TO AMEMBASSY BELGRADE (TELEX 11529) SLUGGED FOR COMMERCIAL ATTACHE WILLIAM WALLER AND AGATTACHE ROBERT SVEC AND TO USINT BAGHDAD (TELEX 2287). IF ROSS FORBUS PLANNING RETURN BAGHDAD SOON, RECOMMEND HE ALSO CONSIDER VISIT TO BELGRADE FOR FACE-TO-FACE FOLLOW-UP WITH PKB ON BUSINESS OPPORTUNITIES BOTH IN YUGOSLAVIA AND IRAQ. FORBUS MAY ALSO FIND SUPPORT AND GUIDANCE FROM JAMES S. WALKER, EXECUTIVE SECRETARY, US-YUGOSLAV ECONOMIC COUNCIL, INC., SUITE 1504, 51E 42ND STREET, NEW YORK, N.Y. 10017, PHONE: 212-687-7797 (SEE TELEX ADDRESS AT BEGINNING OF THIS MESSAGE).

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PAGE 04 BAGHDA 00979 181300Z

7. USINT HAS NO OBJECTIONS TO INFO ADDRESSES CALLING THIS OPPORTUNITY TO OTHER US FIRMS, ESPECIALLY THOSE IN POSITION COOPERATE WITH FORBUS WHO HAS DONE GREAT DEAL OF PAINSTAKING PREPARATORY WORK IN IRAQ.
WILEY

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